

Message Text

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FOR ELI BIZIC / PASS LEE COLLINS

E.O. 11652: N/A

TAGS: BBAK, IS

SUBJ: BUSINESS CONSULTATION PROGRAM - VISIT TO TELETYPE CORP

1. FOLLOWING NEW INFORMATION PROVIDED BY JOE PORATH OF KDM MAY ASSIST COMMATT COLLINS IN FORTHCOMING MEETING WITH TELETYPE CORP EXECUTIVES.

2. PORATH INITIATED MEETING WITH SIMHA SOROKER, DIRECTOR GENERAL MINISTRY OF COMMUNICATIONS, WHICH WAS ALSO ATTENDED BY GIDEON LEV, CHIEF ENGINEER, AND OTHER KEY ENGINEERS OF MINISTRY.

3. PORATH EMPHASIZED TELETYPE IS NOT REPEAT NOT INTERESTED IN ESTABLISHING OR BEING CONNECTED IN ANY MANNER WITH A MANUFACTURING OR AN ASSEMBLY FACILITY IN ISRAEL. THEREFORE AUERWATER, VICE PRESIDENT OF TELETYPE, DOES NOT SEE ADVANTAGE IN VISITING ISRAEL ONLY TO REITERATE THIS FACT. THIS WAS MADE CLEAR TO SOROKER.

4. ACCORDING TO PORATH, SOROKER RESPONDED BY ADMITTING THAT TELETYPE EQUIPMENT IS DEPENDABLE AND CHEAPER THAN SIMILAR EQUIPMENT. HOWEVER, SOROKER STILL WANTS TO MEET WITH A TELETYPE REPRESENTATIVE IN ORDER TO SHOW HIM VARIOUS GOI AND PRIVATE ESTABLISHMENTS, THUS IMPRESSING HIM WITH GREAT POTENTIAL MARKET IN ISRAEL. PORATH REPORTS THAT SOROKER INDICATED THAT HE DOES NOT EXPECT ANOUTRIGHT

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ACCEPTANCE OF EXTENSIVE INVOLVEMENT IN ISRAEL. HE MERELY WOULD

LIKE TO PRESENT FACTS FIRST-HAND AND WOULD NOT EXPECT AN IMMEDIATE
DECISION.

5. PORATH ALSO INFORMED EMBASSY THAT MINISTRY OF COMMUNICATIONS
EXPECTS
TO ORDER 500 UNITS SOON, 200 OF WHICH IN HEBREW. THEREFORE, VISIT
BY A TELETYPE REPRESENTATIVE COULD BOTH SWAY INITIAL ORDER, AND
ENABLE SOROKER TO MAKE HIS PITCH.

6. FYI - IT SEEMS THAT A LOWER RANKING EXECUTIVE THAN AUERWATER WOULD
BE ACCEPTABLE.
TOON

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